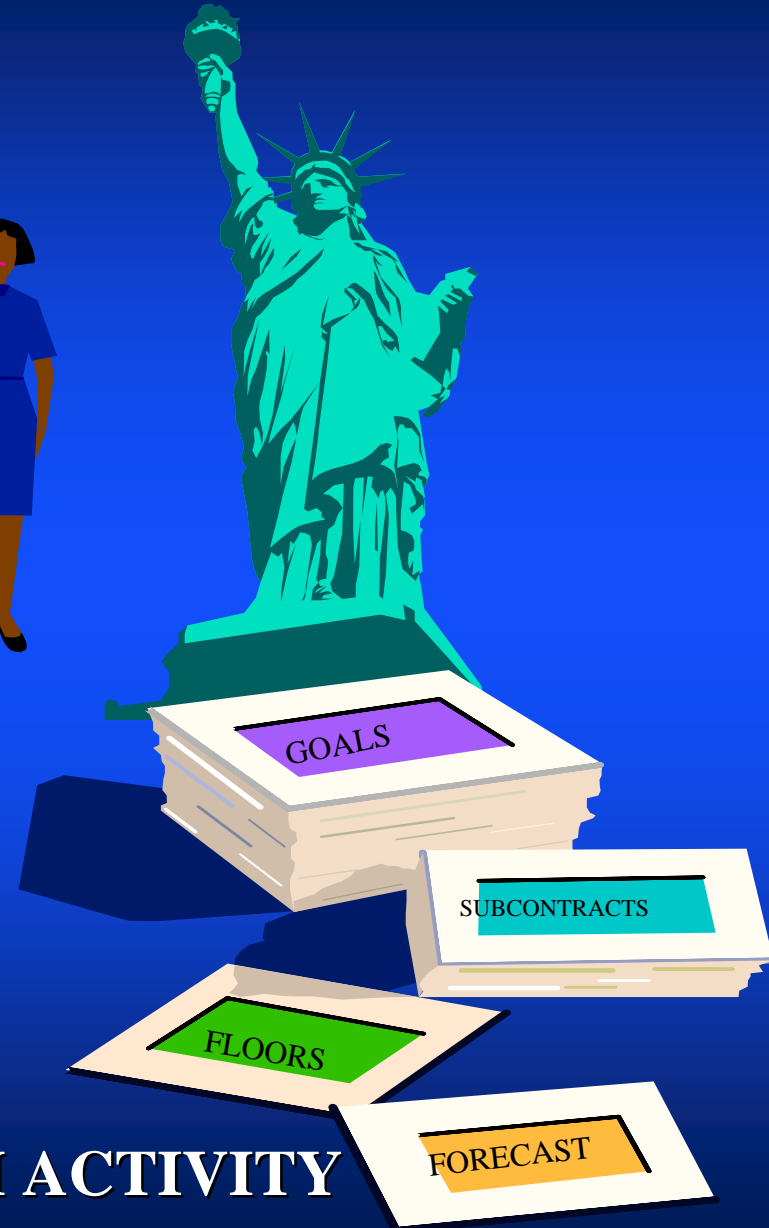




SMALL AND DISADVANTAGED BUSINESS UTILIZATION OFFICE

SMALL BUSINESS IS A-TEAM ACTIVITY

GET INTO THE GAME!



Topics

- **Small Business Message**
- **Challenges**
- **Assistance**
- **Contacts**

Small Business Message

- **Provide information to Industry, especially the SBC, that focuses on opportunities available within Military Construction of Standardization**
- **To foster exchanges that encourages use of best practices in a transforming business environment**
- **To promote and exchange new acquisition approaches and commercial methods among Government, Small and Other than Small Business Concerns.**

WHAT IS A SMALL BUSINESS?

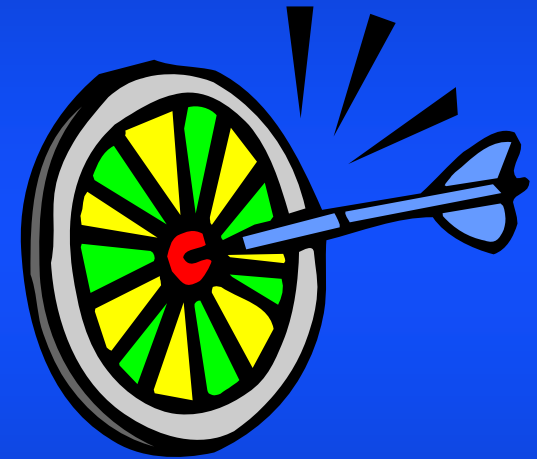
- **Construction Industry**
- **North American Industry Classification System (NAICS) : Sector 236 -237-238**
- **Sector 236: Construction of Buildings**
- **Sector 237: Heavy & Civil Engineering**
- **Sector 238: Specialty Trade Contractors**

FY 06 TARGETS

U.S. ARMY CORPS OF ENGINEERS

Prime Contract Awards

Small Business	41.3 %
Small Disadvantaged Business	15.8 %
Women-Owned Small Business	5.6 %
HUBZone Small Business	7.5 %
Service-Disabled Veteran-Owned Small Business	1.0 %
HBCU/MI	13.9 %



Subcontract Awards

Small Business	50.9 %
Small Disadvantaged Business	8.8 %
Women-Owned Small Business	7.2 %
HUBZone Small Business	2.9 %
Service-Disabled Veteran-Owned Small Business	0.5 %

[Small Business Act (15 USC 644(g)
Section 15(g)]

Small Business Community



<http://www.sba.gov/>

Challenges

- **Small Business Competitiveness Demonstration Program**
- **Bonding**
- **Specialized Experience**
- **Past Performance**

Assistance

- **Small Business Specialists**
- **Procurement Center Representative**
- **Commercial Marketing Representative**
- **Procurement Technical Assistance Centers**
- **Mentor-Protégé Programs**

Department of the Defense (DOD)

Small Business Administration



OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

Stay Informed
LEARN HOW TO DO Business with the **ARMY**



BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS

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MAN OWNED
/ SDB
U / MI
ERAN OWNED /
VICE DISABLED
ZONE
LL BUSINESS
CONTRACTING

se Visit the
DOCUMENT
ORE



Director:
Ms. Tracey Pinson

Welcome

The Army's Office of Small and Disadvantaged Business Utilization (OSADBU) welcomes you. Our vision is to be an integral part of the Army team and to help small businesses and America's Army meet the challenges of this century. Our goal is to establish the Army as the premier organization for the promotion of and [more from Director Tracey Pinson...](#)



MESSAGES

- ★ Director's Message
- ★ Expectations for Directors
- ★ Briefing Charts

INFORMATION

- ★ Business Development Center
- ★ Doing Business in Iraq
- ★ Future Combat Systems
- ★ Bundling Guidance
- ★ Army SADB Policy Letters

FEATURES

- ★ Document Store
- ★ SBA Announcement
- ★ DoD Small Business Training Conference - CANCELLED
- ★ American Freedom Festival
- ★ Hurricane Katrina Relief Efforts



[Small Business Home](#)

[USACE](#)

[HQUSACE](#)

Search for:

 **16 May 2005**

Army Transformation - Military Construction (MILCON) Program

[Initiative Announcement/Synopsis](#)

[Modular/Prefabricated Forum](#)

Background: In April 2005, the U.S. Army Corps of Engineers conducted five industry and technical forums in order to perform market research to support the transformation of the Army's military construction program. All Market Research/Industry Forum Questions/Answers, Draft/Final Agendas, Slide Presentations, or other information relating to this Army Transformation MILCON Program will be distributed using the Federal Technical Data Solutions (FedTeDS) system. FedTeDS is a web-based dissemination tool. Interested bidders must register with [FedTeDS](#) before accessing the system.



CHAMPIONS OF VETERANS ENTERPRISE

USACE CONTRACTING OFFICES RECOGNIZED FOR PROVIDING OUTSTANDING SUPPORT OF SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS (SDVOB) FIRMS. USACE RECEIVES 5 OF 15 SPECIAL RECOGNITIONS FOR CONTRACTING OFFICES MEETING OR EXCEEDING THE FY04 3% SDVOB GOAL.

Welcome to the Small Business Office

SMALL BUSINESS OFFICE MISSION STATEMENT: To sustain the Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers mission and strengthen our Nation's economic development.

JUDITH W. BLAKE

Chief, Small Business Office

Associate Director, Small and Disadvantaged Business Utilization

Obtain contact information (names, phone numbers, e-mail addresses) for Small Business Specialists at all US Army Corps of Engineers offices.

Locate Corps of Engineers Contracting Offices close to you: [Contracting with the US Army Corps of Engineers](#)

Contact the Headquarters, US Army Corps of Engineers Small Business Office via the general e-mail box at: SmallBusinessOffice@usace.army.mil

John Perez
Chief, Small Business Office
Northwestern Division (CENSB-NWD)
John.Perez@nwdo1.usace.army.mil

Arthur E. Saulsberry
Chief, Small Business Office
Kansas City District
Arthur.E.Saulsberry@nwk02.usace.army.mil

Hubert J. Carter, Jr.
Chief, Small Business Office
Omaha District
Hubert.J.Carter.Jr.@nwo02.usace.army.mil

Mark N. Roush
Chief, Small Business Office
Seattle District Office
Mark.N.Roush@nws02.usace.army.mil



Government Contracting

Government Contracting

[What's New?](#)[What We Do](#)[Frequently Asked Questions \(FAQs\)](#)[Programs to Assist Business](#)[Resources & Opportunities](#)[Contacts & Representatives](#)[Glossary](#)[Comments](#)[Search Contracting Only](#)[← Home for this Area](#) [Previous Location →](#)

Contacts and Representatives to Assist Businesses

Go to [Viewing Utilities](#) for PDF files if necessary

1. [Subcontracting Opportunities Directory](#)
A listing prime contractor doing business with the federal government.
2. [Procurement Technical Assistance Centers \(PTACs\)](#)
A listing of Department of Defense Procurement Technical Assistance Centers.
3. [SBA's Procurement Center Representatives \(PCR's\)](#), located in area offices, review and evaluate the small business programs of federal agencies and assist small businesses in obtaining federal contracts and subcontracts.
4. [SBA's Commercial Market Representatives \(CMR's\)](#), located in area offices, conduct compliance reviews of prime contractors, counsel small businesses on how to obtain subcontracts, conduct matchmaking activities to facilitate subcontracting to small business, and provide orientation and training on the Subcontracting Assistance Program for both large and small businesses.
5. [SBA's Certificate of Competency Representative \(CoC\)](#), certifies that one or more small business concerns possess the responsibility to perform a specific government procurement contract.
6. [Offices of Small & Disadvantaged Business Utilization \(OSDBU\)](#) OSDBU's were established under the authority of Public Law 95-507. They are responsible for promoting the use of small, small disadvantaged, (8a), HUBZone, veteran-owned, service disabled veteran-owned small firms, and women-owned small businesses in compliance with federal laws, regulations, and policies. They also assist such firms in obtaining contracts and subcontracts with federal agencies and their prime contractors.



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Commercial Market Representatives (CMRs)

[AREA 1](#) = CT. MA. ME. NH. NJ. NY. RI. VT.

[AREA 2](#) = DC. DE. MD. PA. VA. WV.

[AREA 3](#) = AL. FL. GA. KY. MS. NC. SC. TN.

[AREA 4](#) = IN. IA. IL. KS. MI. MN. MO. ND. NE. OH. SD. WI.

[AREA 5](#) = AR. CO. LA. NM. OK. TX.

[AREA 6](#) = AK. AZ. CA. HI. ID. MT. NV. OR. UT. WA. WY.

AREA 1

Sean F. Crean (Maine/Vermont)

68 Sewall Street, RM 512

Augusta, ME 04330

Voice: (207) 622-8379 Fax: (202) 481-5513

E-mail: sean.crean@sba.gov

Andrew Zuber (New Jersey/Puerto Rico)

US Army RDECOM-ARDEC

ATTN: SBA, Bldg. #1610

Picatinny Arsenal, NJ 07806-5000

Voice: (973) 724-6960 Fax: (202) 481-0225

E-mail: andrew.zuber@sba.gov

Larry Hansen (New Jersey)

Small Business Administration

Procurement Center Representative Directory

Explanation of Acronyms

PCR – Procurement Center Representative—PCRs increase the small business share of Federal procurement awards by initiating small business set-asides, reserving procurements for competition among small business firms; providing small business sources to Federal buying activities; and counseling small firms. In addition, PCRs, advocate for the breakout of items for full and open competition to affect savings to the Federal Government.

CMR – Commercial Marketing Representative—CMRs are in area offices, conduct compliance reviews of prime contractors, counsel small businesses on how to obtain subcontracts, conduct matchmaking activities to facilitate subcontracting to small business, and provide orientation and training on the Subcontracting Assistance Program for both large and small businesses.

SBA OFFICES OF GOVERNMENT CONTRACTING

[AREA I](#) = CT. MA. ME. NH. NJ. NY. RI. VT. & Puerto Rico & the Virgin Islands

[AREA II](#) = DC. DE. MD. PA. VA. WV.

[AREA III](#) = AL. FL. GA. KY. MS. NC. SC. TN.

[AREA IV](#) = IN. IA. IL. KS. MI. MN. MO. ND. NE. OH. SD. WI.

[AREA V](#) = AR. CO. LA. NM. OK. TX.

[AREA VI](#) = AK. AZ. CA. HI. ID. MT. NV. OR. UT. WA. WY. & Guam

NEBRASKA & IOWA**DWIGHT JOHNSON (PCR)**

Nebraska District Office

145 Mill Valley Road
Omaha, NE 68154-3949

t: (402) 221-7206

x: (202) 481-1770

mail: [dwight.johnson@sba.gov](mailto:dwright.johnson@sba.gov)**ACTIVITIES COVERED**

Army Corps of Engineers—Omaha, NE

National Park Service, Regional Office -- NE

Dept. of Veterans Affairs Medical
Center —Omaha, NEDept of Veterans Affairs Medical
Center —Lincoln, NEDept of Veterans Affairs Medical
Center —Des Moines, IA
Offutt AFB—NE**AREA V****AREA DIRECTOR****JOHN BATEMAN**

Office of Government Contracting

Small Business Administration

AREA SUPERVISOR**DAVID MARTIN**

Office of Government Contracting

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- ALL BUSINESS
- 8(A)
- AN-OWNED
- ZONE
- AN-OWNED /
- ICE-DISABLED
- ONTRACTING
- TOR-PROTÉGÉ
- / MI

Mentor-Protégé Business Development Center

last updated 4/7/2006



Mentor-Protégé Program Briefing (February 2006)

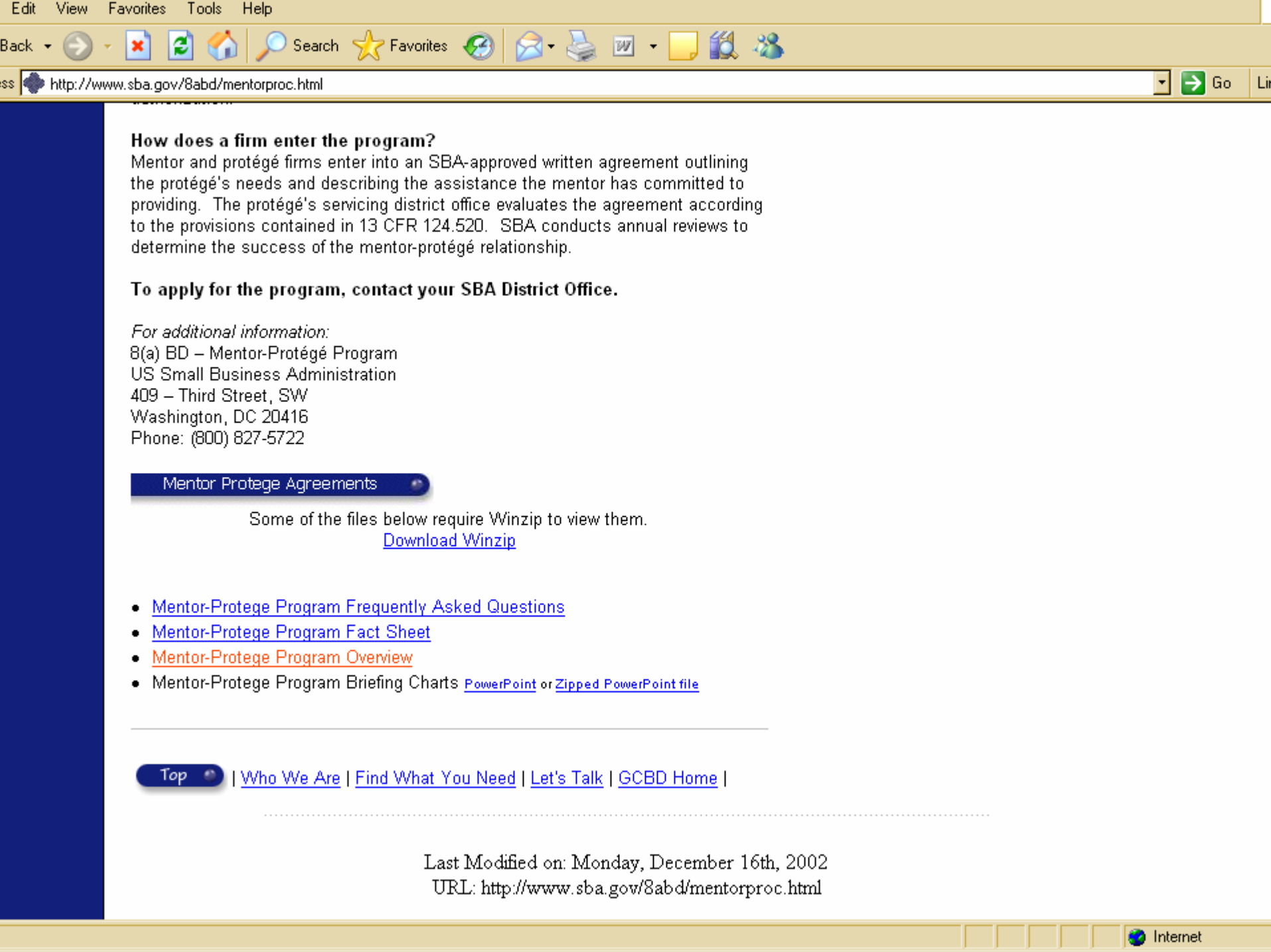
Mentor-Protégé Contact Information:

- DoD-Wide Mentor-Protégé Program Contact Information
- List of Federal OSD BU Offices

Mentor-Protégé Proposal Documents:

- Mentor-Protégé Program Policies and Procedures
- How to Process a Mentor-Protégé Agreement through the Army Mentor-Protégé Program

Mentor-Protégé Program Briefing (February 2006) Mentor-Protégé Program Briefing (February 2006)
Mentor-Protégé Program Briefing (February 2006) Mentor-Protégé Program Briefing (February 2006)
List of Federal OSD BU Offices Mentor-Protégé Program Briefing (February 2006) List of Federal
OSDBU Offices



How does a firm enter the program?

Mentor and protégé firms enter into an SBA-approved written agreement outlining the protégé's needs and describing the assistance the mentor has committed to providing. The protégé's servicing district office evaluates the agreement according to the provisions contained in 13 CFR 124.520. SBA conducts annual reviews to determine the success of the mentor-protégé relationship.

To apply for the program, contact your SBA District Office.

For additional information:

8(a) BD – Mentor-Protégé Program
US Small Business Administration
409 – Third Street, SW
Washington, DC 20416
Phone: (800) 827-5722

Mentor Protege Agreements

Some of the files below require Winzip to view them.

[Download Winzip](#)

- [Mentor-Protege Program Frequently Asked Questions](#)
- [Mentor-Protege Program Fact Sheet](#)
- [Mentor-Protege Program Overview](#)
- Mentor-Protege Program Briefing Charts [PowerPoint](#) or [Zipped PowerPoint file](#)

Top

[Who We Are](#) | [Find What You Need](#) | [Let's Talk](#) | [GCBBD Home](#) |

Last Modified on: Monday, December 16th, 2002

URL: <http://www.sba.gov/8abd/mentorproc.html>

Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.
(This [Return to CCR Home Page](#) hotlink does not.)

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

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Reset

Clear

State(s):

[\(How to make multiple selections.\)](#)

(any state)

AL - Alabama

AK - Alaska

AA - American Atlantic (APO/FPO)

AE - American Europe (APO/FPO)

AP - American Pacific (APO/FPO)

AS - American Samoa

AZ - Arizona

AR - Arkansas

CA - California

[Congressional District:](#)

(Requires exactly one state from the list at left.)

2-digit numeric (leading 0 if 1 digit),

or AL for At Large

[County Code:](#)

(Requires exactly one state from the list at left.)

3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

[Metropolitan Statistical Area](#) (4-digit numeric, leading 0's if fewer digits)

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(any state)

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AP - American Pacific (APO/FPO)

AS - American Samoa

AZ - Arizona

AR - Arkansas

CA - California

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http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

SBA 8(a) Certification:

☐ Required (Active Certifications only)

☐ Required (Active Certifications and Previously Certified)

☐ Required (Previously Certified only)

☒ Not Required

Disadvantaged Business Enterprise, Certification States:

Not Required

AL - Alabama

AK - Alaska

AA - American Atlantic (APO/FPO)

AE - American Europe (APO/FPO)

Small Disadvantaged Business:

☐ Required (Active Certifications only)

☐ Required (Active Certifications and Previously Certified)

☐ Required (Previously Certified only)

☒ Not Required

HUBZone Certification:

☐ Required (Active Certifications only)

☐ Required (Active Certifications and Previously Certified)

☐ Required (Previously Certified only)

☒ Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#)

Other Ownership Data:

☐ Minority☐ Native American☐ [Woman/Women](#)

☐ Veteran☐ Service Disabled Veteran

Nature of Business (comma separated, up to 5 entries or 40 characters) for:

[NAICS](#) Code(s):☒ Any☐ All (slower)

[Help](#)

["Buy Green" NAICS](#) Code(s):☒ Any☐ All (slower)

[Help](#)

Or keywords (comma separated, up to 25 entries or 125 characters) for:

[Keywords](#):☒ Any☐ All (slower)

[Help](#)

General Nature of Business:

☐ Manufacturing☐ Construction

☐ Research & Development☐ Services

☐ Has TECH-Net Award(s). (Does not require checking Research & Development, above.)

Internet